

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 AGR-05 EB-07 TRSE-00 CIAE-00 INR-07

NSAE-00 /032 W

-----022149Z 037483 /66

R 021404Z JUN 77

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 8161

INFO USDOC WASHDC

C O N F I D E N T I A L MOSCOW 7779

DEPT PASS AGRICULTURE

USDOC FOR BEWT/USSR AND TDAD

E.O. 11652: GDS

TAGS: EEWT, EAGR, UR, US

SUBJECT: FMC PROJECTS IN SOVIET AGRICULTURE

1. DURING CALL ON CHARGE MAY 27, FMC CHAIRMAN ROBERT H. MALOTT SAID THAT HIS FIRM EXPECTED TO SIGN DOLS 8-10 MILLION CONTRACT WITHIN A MONTH FOR INTEGRATED TOMATO PASTE PRODUCTION FACILITY IN MOLDAVIA NEAR KISHINEV. AN OUTGROWTH OF FMC'S DEMONSTRATION FARM NEAR TIRASPOL, PROJECT WILL INCORPORATE ALL ASPECTS OF TOMATO PASTE PRODUCTION FROM FMC-SUPPLIED SEEDS THROUGH STORAGE TANKS FOR FINAL PRODUCT. TWO FMC EMPLOYEES WILL LIVE ON SITE DURING ERECTION AND START-UP. FIRM BELIEVES PAST WILL BE USED IN FISH CANNING OPERATIONS IN SOVIET FAR EAST.

2. MALOTT EXPLAINED THAT MOLDRPRODOVOSHCHPROM, AN INDUSTRIAL ASSOCIATION SUBORDINATE TO MINISTRY OF FOOD INDUSTRY, HAS BEEN GIVEN RESPONSIBILITY FOR ENTIRE PROJECT, INCLUDING STRICTLY AGRICULTURAL SEGMENTS. FMC BELIEVES THIS SITUATION IS NOT NIPNIAIOLDAVIA, WHERE MINISTRY OF FOOD INDUSTRY REPORTEDLY

CONTROLS 60 PERCENT OF AGRICULTURAL LAND, ENCOMPASSING BOTH STATE  
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AND COLLECTIVE FARMS. ON-SITE COORDINATION PROBLEMS DO EXIST (IRRIGATION, INSECTICIDES AND LABOR WERE MENTIONED), BUT MALOTT SAID DEPUTY CHAIRMAN GVISHIANI AND SCST STAFF HAVE BEEN VERY HELPFUL IN CUTTING THROUGH RED TAPE ON NATIONAL LEVEL.

3. FORTHCOMING CONTRACT WILL BE RESULT OF SUCCESSFUL DEMONSTRATION PROJECT, MALOTT FELT. DESPITE DRY SPRING AND WET FALL,

WHICH PREVENTED USE OF MECHANICAL HARVESTERS, FMC METHODS AND EQUIPMENT TRIPLED TOMATO PRODUCTION ON SITE. DEMONSTRATION WILL CONTINUE THIS YEAR ON LARGER, 1500-ACRE SITE AND ADD OTHER ROW CROPS.

4. MALOTT SEES GOOD PROSPECTS FOR SIMILAR PROJECTS IN OTHER PARTS OF USSR. DISCUSSIONS ARE ALREADY WELL ADVANCED FOR STRAWBERRY DEVELOPMENT IN UKRAINE, AND INITIAL TALKS HAVE BEEN HELD FOR POTATO AND ONION PRODUCTION IN MOSCOW OBLAST AND OTHER CROPS IN ARMENIA. MALOTT SPECIFICALLY REQUESTED, HOWEVER, THAT INFORMATION REGARDING BOTH CURRENT PROJECTS AND FUTURE PROSPECTS BE HELD CONFIDENTIAL.  
MATLOCK

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NNN

## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Review Markings:**  
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